

#### **BET ON A TEAM** BECAUSE THIS BURNS TEAM IS THE "ALL AMERICAN"

IN PROFITS INCREASE AND PRODUCT IMPROVEMENT



#### BURNS RAW COCOA CLEANERS

These two-stage cleaners remove both light & heavy trash - protecting flavor and fineness. Operating continuously, they guard against wear and depreciation of other equipment-and their design keeps breakage to a minimum.



#### BURNS CONTINUOUS ROASTERS

Quick, low-heat roasting assures less fat in shell-puffs shell away from nib, permitting better cracking. These compact units are the soundest means of automating roasting and cooling. The exclusive Thermalo design avoids scorching and produces a really uniform product hour after hour.



#### BURNS CRACKER AND FANNERS

More and more orders attest to the moneysaving performance of this unit. Cracker design assures minimum of fines. Horizontal sieving and cascade-type nib slides combine to produce the best possible separation of shell and nib. All adjustments are external and the machine sets new standards for cleanliness and ease of maintenance.

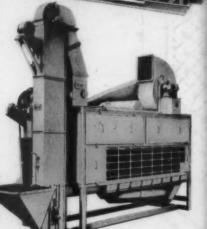


BURNS-ENGINEERED Storage, Handling and Nib-Blending Systems can save you space and labor, too.

Inquire now about BURNS Cocoa Bean Equipment and Service.

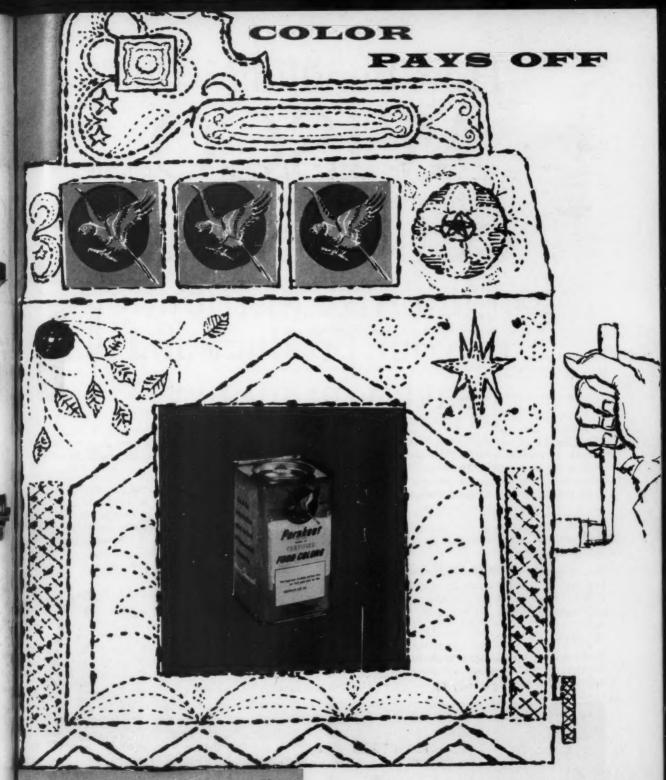
NEW YORK CHICAGO SAN FRANCISCO

600 WEST 43rd STREET



produ

try. If Techni



product that looks better, sells better on sight! Make your food product has a fresh, colorful, delicious earance—depend on PARAKEET CERTIFIED FOOD OPS. They're topnotch in brilliance, purity, and formity.

INC.

AGO

complete line of primaries and blends for every ring need is available from stocks throughout the arry. If you have a special coloring problem, consult Technical Service Staff. There is no obligation.

#### Sterwin Chemicals Inc.

1450 BROADWAY, NEW YORK 18, N. Y. 2020 Greenwood Street, Evanston, ILL..



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WAREHOUSES IN PRINCIPAL CITIES

# How bundling with AVISCO ave you money

The bundling of anywhere from 3 to 24 packages of a kind is common practice with manufacturers. It divides the contents of their shipping cartons into easier-to-handle units, and protects their products during distribution and shelf storage.

Traditionally, a printed paper wrap or box has been used for this purpose. But today, economy-wise, sales-minded manufacturers are using AVISCO cellophane. Here's why:

Bundling with AVISCO cellophane offers substantial savings. It eliminates the need for printed or labeled boxes and paper overwraps; operates faster and more efficiently on wrapping machines; seals easily, quickly and securely with heat, thus ending the gluing operation.

New packaging flexibility over boxes is also achieved because bundle sizes can be changed simply by adjusting the machines. Even more, the use of cello-

phane reduces shipping carton sizes, shipping weights and the amount of warehouse space needed to store packaging materials.

Cellophane bundling also wins favor with wholesalers. It enables them to make up orders easier because its true transparency permits 6-sided visibility. This means instant identification and faster count. Cellophane also gives complete protection against dust and moisture—and seals in freshness. So, you see, it actually becomes an extra selling tool.

Retailers also profit from cellophane bundling. Identification and handling are easier. Bundles can be used as shelf displays without unwrapping—thus assuring fresh, clean stock. And the sparkle of cellophane adds dramatic sales appeal to the products! Another advantage retailers like is the elimination of the disposal problem caused by bulky cartons and wraps.

If you have a product that's bundled (or should be bundled), tell us about it. We offer a complete packaging service to assist you, and demonstrate how AVISCO cellophane, plain or printed, will

answer your bundling requirements better and more economically than any other packaging material. Phone or write us for an appointment with our representative in your area or a selected cellophane converter specializing in your field.



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AMERICAN VISCOSE CORPORATION, FILM DIVISION, 1617 PENNSYLVANIA BOULEVARD, PHILADELPHIA 3, PENNSYLVANIA

#### candy business

#### Western Conference meets

The Western Candy Conference for 1959 will open on Wednesday, February 18th with golf day at Los Coyotes Golf Club in La Mirada which is a short distance from conference headquarters at the Ambassador Hotel in Los Angeles. After registration on the 19th a luncheon meeting and business session will be held. The allied trades cocktail party is scheduled to take place that evening. Friday, the 20th, will begin with a breakfast program and business session. A luncheon meeting will be followed by the conclusion of the conference at the Friday night banquet. The exhibition opens at 10 a.m., the 19th. Exhibitors include; American Maize Products; The Nestle Co., A. E. Staley Mfg., The Hubinger Co., Penick & Ford, National Equipment Co., Anheuser-Bush, D. Ghirardelli, Clinton Foods, Blommer Chocolate, Savage Bros., W. A. Cleary, Guittard Chocolate, Corn Products Sales, Ted Merckens Co., Acme Cellophane Company, F. Ritter & Co., Schooler Mfg. Co., The Woodman Co., Western Foil Co., Papercraft Boxes, Inc., and United Shoe Machinery Corp.

#### Cosler receives award



Pat" Cosler has received a Performance Award Certificate from the Department of the Army for his research work on increased shelf life and flavor improvement of confections for rations. This official recognition of Cosler's work was presented by Col. Ervin L. Keener.

#### Mars completes expansion



Mars, Inc. executives inspecting new case packing and sealing machines are (left to right) R. K. Chandler, vice president of manufacture; J. R. Fleming, vice president and assistant general manager; W. L. Kruppenbacher, president and chairman of the board; and G. B. Hurley, executive vice president and general manager.

The newly completed expansion program at Mars, Inc. includes a two million dollar addition to the main building, new production equipment, increased parking facilities and expanded services. Truck loading stations have been doubled, two new outbound railroad tracks have been added and a manual operation has been made automatic by the addition of twelve case packers and sealing machines.

#### Peanut promotion planned

The Alabama Peanut Producers Association will launch an intensified promotional campaign this year with the aim of increasing consumption of peanut products. Major users of Alabama peanuts will be given promotional support and tie-ins are being arranged with peanut candy producers. The Association states that purchases of all peanut products were up 5% for the crop year (August 1 to November 1). The current crop year promises the highest per acre yield in history.

#### Birnn buys building

The Birnn Candy Company in Highland Park, New Jersey recently purchased a 4800 square foot building on a 60 by 100 foot lot adjacent to its principal manufacturing and storage building.

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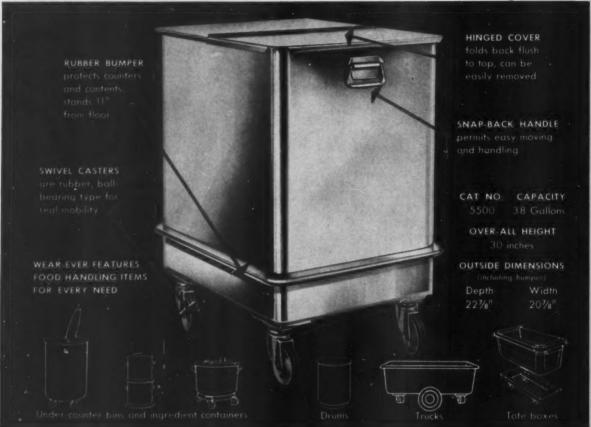
SYLVANIA

33-1/3% more capacity...24" and 30" heights

in this new rectangular, mobile under-counter type



# 



We've "squared away" the conventional round container, to give you ½ more carrying and storing capacity, in comparable over-all size. Think what this can mean to you in faster handling, fewer refills, greater utility.

Quality's the same, of course, as in all Wear-Ever Aluminum food handling items. Extra hard-wrought dent and scratch resistant alloy. Seamless construction. Smoothly

#### WEAR-EVER ALUMINUM UTENSILS

WEAR-EVER ALUMINUM, INC.
WEAR-EVER BLDG., NEW KENSINGTON, PENNSYLVANIA

rounded, easy-to-clean inside corners. Sanitary flared rim.

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Naturally, we've designed this new container for a perfect fit under your standard cook's and baker's work tables—same as the round type.

Like to see a sample? Pick up the phone and ask your Wear-Ever man to wheel one over. Or send coupon for full details on our complete food handling line.

Ask us about our special equipment to your specifications.

Wear-Ever Aluminum, Inc.
305 Wear-Ever Bldg., New Kensington, Pa.
GENTLEMEN: I'd like to know more about your new rectangular undercounter bin.

Send me your catalog. Have your representative see me.

NAME.

TITLE.

Fill in, clip to your letterhead and mail today.

NEW ITEM! Wear-Ever's new Metal Scouring Cloth. Won't scratch, won't mar, far outlasts ordinary scouring cloths. At your dealer's

NS

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or a perrk tables

ask your n for full

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#### Noyes begins manufacturing

I. C. Noyes, former jobber, has opened a candy plant in Newport, Kentucky. His three floors of modern equipment are now in operation turning out hard candies.

#### Necco merges sales staffs



Necco has announced "a merging of Necco and Lovell & Covel sales organizations." The reorganization has resulted in the creation of the position of general merchandising manager which will be filled by Procter A. Coffin. Mr. Coffin's previous post of advertising and sales

promotion manager will be filled by Richard M. Drown.

#### Production club re-elects

H. W. (Bud) Enszer was elected to the board of directors of Chicago's Candy Production Club for a two year term at the club's annual meeting. The 28 members attending this meeting re-elected all four officers for 1959. They are John G. Johnson, president; Calvin F. Rutt, vice president; Walter A. Meyer, secretary; and John E. Clarke, treasurer.

#### Wing joins Guittard

Daniel Wing, formerly chief chemist at Robert A. Johnston Company, has joined the Guittard Chocolate Company of San Francisco.

#### AACT forms Calif. group

In response to a growing demand a Northern California Section of AACT held an organizational meeting on February 5th. Hans Dresel visited the group to speak about the history, purposes and objectives of the AACT. Dr. Marion Simone of the Food Technology Department, University of California spoke to the group about techniques of determining consumer acceptance.

#### Ghana VIP visits Nestle

Ghana's ambassador to the United States, the Hon. Daniel Chapman, visited the Nestle Company offices recently to discuss cocoa bean production with George M. Loeffler, vice president-operations.

#### Las Vegas host to NCWA

The first western candy show and convention to be held by the NCWA will open on February 24th at the Riviera Hotel in Las Vegas, Nevada. Business session will take place from 11 a.m. to 1 p.m. and the exhibition hall will be open from 1 p.m. until 5 p.m. Chairman for the various business sessions are Harvey Thiele, NCWA president, J. R. Anderson, Havre, Montana, and E. J. Jensen of Logan, Utah.

#### November candy sales

	Estimated of current and comp	ted sales to date Percent		
		1958		change
Item	1958 N	lovemb	11 months er 1958	from
	(\$1,000)	1957	(\$1,000)	1957
Confectionery and competitive che late products, estimated total By KIND OF BUSINESS		+1	1,037,672	+5
Manufacturer-wholesalers	93.041	(1)	809,667	+5
Manufacturer-retailers <sup>2</sup>	13,371	+13	103,422	+9
Chocolate manufacturers	12,142	-5	124,583	+2
TOTAL ESTIMATED SALES MANUFACTURER-WHOLESAL BY DIVISION AND STATES	ERS			
New England	11,693	-2	97,552	+7
Middle Atlantic	28,157	+2	249,667	+5
N. Y. and N. J	16,406	+5	151,310	+5
Pa	11,751	-2	98,357	+4
East North Central	32,885	-2	316,272	+4
m	27,275	(*)	276,686	+5
Ohio and Ind	3,909	-14	27,508	-6
Mich. and Wis	1,701	-6	12,078	-1
West North Central	2,533	(2)	22,806	+14
Minn., Kan., S. Dak., and Neb.	1,660	(8)	14,737	+18
Iowa and Mo	873	-1	8,009	+6
South Atlantic	5,864	+3	38,071	+7
N. Car., and S. Car	2,024	-1		+4
Ga. and Fla	3,840	+6	22,700	+9
East South Central:				
Ky., Tenn., Ala., and Miss	2,505	-1	18,235	+3
West South Central: Ark., La., Okla., and Tex	3,675	+4	23,161	+9
Mountain:	0,010		-	41
Ariz., Colo., Id., N. Mex.,				
and Utah	908	-1	5,555	-1
Pacific	4,821	+9	38,348	-2
Calif	3,615	+12	30,106	
Wash, and Ore	1,206	-1	8,242	-1

<sup>2</sup>Retailers with two or more outlets. "Number of establishments" means number of factories, and does not include nonmanufacturing

First 11 months

+6 50,774

(\*) 233,310

-1 49.870

44,055

<sup>a</sup>Less than 0.5 percent change.

	November 1958		3	Pounds (1,000) Value Percent change		
Type of product <sup>1</sup>	Pounds (1,000)	Value (\$1,000)	1958	from 1957	1958	from 1957
TOTAL SALES OF		,				
ESTABLISHMENTS	121,06	8 53,044	1,221,798	(*)	488,751	+3
Package goods made to retail: \$1.00 or more per lb.	8.38	6 9,070	40,626		43,490	+5

124,648

197,144

571,165

183.092

105,193

<sup>1</sup>A selected group of large manufacturer-wholesalers and chocolate manufacturers report sales by type of product. Companies reporting such detail account for approximately half of the total dollar sales of manufacturers.

17,100 9,212

21,836 6,166

47,287 19,902

17.979 5.063

8,480 3,631

<sup>2</sup>Includes penny goods.

\*Less than 0.5 percent change.

\$.50 to \$.99 per lb...

Less than \$.50 per lb.

Bar goods . . . . . . . . Bulk goods<sup>3</sup> . . . . . .

5¢ and 10¢ specialties

# specialty flavors for candy and confections

For that distinctive and indispensable flavor effect required by certain types of confectionery... D&O presents a list of time-tested, practical specialties!

#### BUTTATONE

A concentrated fresh, natural butter flavor, based on a pure milk starter distillate. Water and oil-soluble available. For candies, coatings, syrups, etc.

#### DOLCOTONE

An aromatic chemical of ketonic nature, twice the strength of Coumarin.

#### BUTYRNILLA

A powdered vanilla product with interesting buttery note. For powdered milk drinks, ice cream, desserts, etc.

#### MICRONILLA

Unique vanilla flavor produced by grinding vanilla beans to microscopic size and adding various aromatics. For ice cream, chocolate coatings, etc.

#### CHOCOLATE

For substitute coatings and other chocolate items. Use in proportion of ¼ to ½ oz. to 100 lbs.

#### RUM ETHER

For the flavor of rum. An important aromatic which has been widely used for a number of years.

#### SUCRANILLA

A single strength, reinforced natural vanilla in powder form.

write
for copy of
reference
book and catalog
book and catalog
of flavors
and seasonings

ESTABLISHED 1798

#### OIL-SOLUBLE SPECIALTIES HONEY-MALT-MARASCHINO-MANGO-MOCHA

These oil-soluble specialties combine flavor strength, durability and authenticity. Recommended proportions, one ounce flavor to 100 pounds of product. Trial quantities on request.

Essentially for You

OUR 158th YEAR OF SERVICE

#### **DODGE & OLCOTT. INC.**

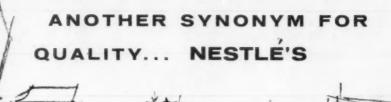
180 Varick Street, New York 14, N. Y.

Sales Offices in Principal Cities

Essential Oils Aromatic Chemicals Perfume Bases Flavor Bases Dry Soluble Seasonings

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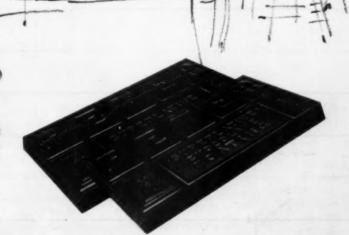


Nestlé's Chocolate is "Quality

Controlled" from cocoa bean to final

product—leading manufacturers

depend on Nestlé's coatings.

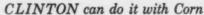


PETER'S RUNKEL'S

**NESTLÉS** 

THE NESTLÉ COMPANY, INC.

Trade Mark Reg.





# simple? no!

as complex as life itself

At Clinton we learn new things about corn almost every day.

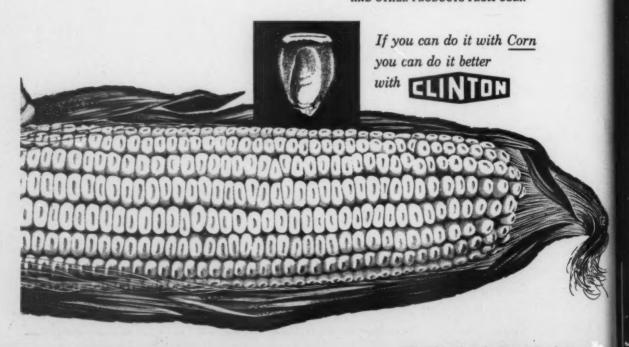
Corn is sustenance and shelter. It is clothing and confections—bread and beer. Corn is life—but only with the help of man. Its seed left in the field will wither and rot—but planted and cultivated by man it will drive roots three feet into the ground and stalks as high as fifteen feet into the air. It will thrive and create the raw materials for the well-being of man.

#### Clinton serves the CONFECTIONERY industry

Clinton corn syrup, dextrose and starch can help you attain the edge you need in this highly competitive industry. Consult your Clinton salesman. He will provide product information, arrange for prompt technical service, or assist you in any way possible.

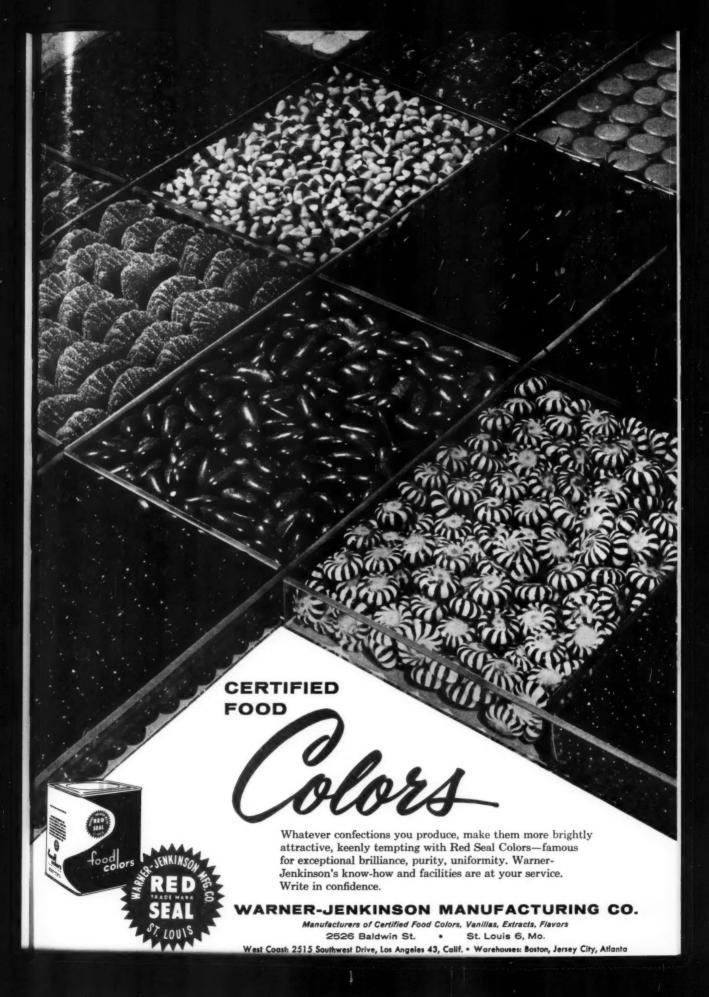
CLINTON CORN PROCESSING COMPANY
CLINTON, IOWA

CORN SYRUPS • DEXTROSE • STARCHES • DEXTRINS SUGARS • OILS • LACTIC ACID AND OTHER PRODUCTS FROM CORN





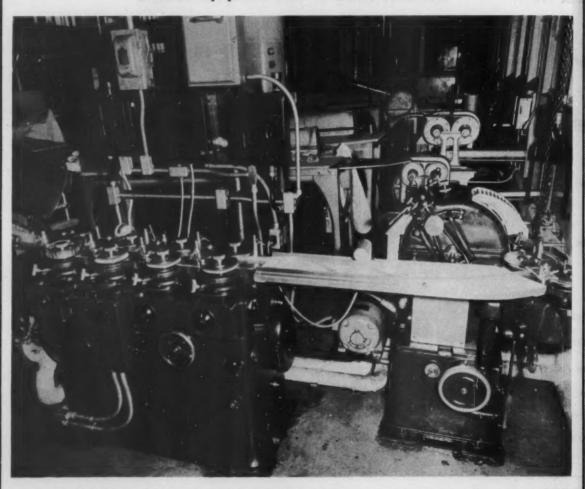




#### HANSELLA

# IS THE AUTHORITY ON FILLED CANDY EQUIPMENT

The fact is more filled-goods producers use Hansella Equipment than all others combined.



Another installation showing the latest Hansella Batch Former type 19J, Rope Sizer type 65D, and Super-Rostoplast Machine type 96A for the high production of highly filled candies.



HANSELLA MACHINERY CORPORATION

GRAND AND RUBY AVENUES, PALISADES PARK, NEW JERSEY WHITNEY 3 5700 CABLES CUHANSELLA

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#### the Manufacturing Confectioner

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February 1959 Volume XXXIX—Number 2

Edited and Published in Chicago

The Candy Manufacturing Center of the World



#### PMCA Production Conference Program

This thirteenth annual event is expected to again draw an international group of candy production executives. . . . . . . . . page 21

#### McAfee's new factory

This new factory building is an excellent example of the results of detailed advance planning ...........Stanley E. Allured page 24

#### Candy-by-wire

#### Twist-a profitable specialty

A hard candy twist, at 600 to the pound, has become a popular and profitable specialty at Hilliard's Candies. . . . . . . . . page 33

#### The Weekend Special

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COVER: The new plant design at McAfee features a balcony where most of the batch and preliminary processing steps are performed. See the picture story beginning on page 24.

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The sweet and the sour

The following letter, from Kenneth M. Taylor, vice president of Old Dominion Candies, tells how his firm capitalized on an award from our Candy Clinic. The local television station provided the firm with an excellent publicity break, when advised of the award. Other manufacturers might find various media equally cooperative when advised of an award of national distinction.

"Immediately after having read your review of our Colonial Package, assorted chocolates, in the December, 1958 issue of the Manufacturing Confectioner, we contacted Station WDBJTV in Roanoke and offered the story to them as a spot news item. Don Murray, the news Editor of WDBJTV, told us that Priscilla Young, star of the program "Panarama", a thirty minute program which appears daily Monday through Friday at 1:00 p.m., probably would be interested in the story.

Priscilla Young was interested enough to persuade the Program Director, Del Shook, and station WDBJ-TV to feature Old Dominion Candies on her program December 30, 1958.

Station WDBJ-TV sent their staff directors and movie camera men to our plant to photograph our entire operation. Needless to say, our personnel, who are proud of their work and delighted with the notice that your clinic has given them, were very pleased and excited with the prospect of appearing on television before

ner

a possible audience of three million people. In short, the project was excellent for the morale of our entire organization.

With your publication and the fine work it does to encourage manufacturers to produce quality candies as a preface and films of our complete manufacturing process as an introduction, Priscilla Young told an excellent story of quality candy making.

In an interview during the program, I was allowed to describe some of the characteristics of fine coatings, the delicate balance of coatings to centers and a few identifying marks of the individual pieces, ie., creams, nougats, cordials, etc.

To give the program a "live" appearance, we had our Old Dominion Girl in costume, an assortment of our largest cooking utensils and one of our hand-dippers with cut centers and tempered chocolate on the program. The hand-dipper dipped chocolates all during the show.

As a conclusion to the program, we had the hand-dipper give Priscilla Young a lesson in the art of dipping chocolates. Naturally, Priscilla Young finished with chocolate



all over herself and the boards. That gave the program a touch of comedy and at the same time showed the viewers that there is quite an art to dipping chocolates.

I am enclosing a photograph taken immediately after the program. From left to right, the people are: Priscilla Young, Dorotha Hedge (seated), Marilyn Slusher (the Old Dominion girl) and me.

The heart shaped box in the pho-

tograph was presented to Priscilla Young as the First Valentine of 1959. The box contained five pounds of our finest chocolates.

This entire program was made possible by you and your publication. We certainly thank you. The publicity that we received and will continue to receive is the type that money cannot buy. It cost us absolutely nothing.

Thank you again.



BEST FOODS OILS VG KISSES RELSMAND ILS ARE FOODS 0 ERICA'S L CORN PRODUCTS CO



YOU DO BETTER WITH BEST FOODS

NEW YORK
CHICAGO
DALLAS
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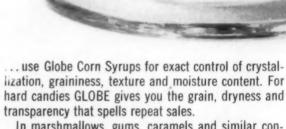
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year

whether you make your candy hard



In marshmallows, gums, caramels and similar confections, GLOBE helps achieve the preferred degree of tenderness and chewiness. GLOBE syrups are available in a range of regular and medium conversions.

For technical assistance in selecting a type of GLOBE syrup, contact our nearest sales office or write direct.

GLOBE® corn syrup

Other fine products for the Confectionery Industry: REX\* corn syrup CERELOSE® dextrose sugar . BUFFALO® and HUDSON RIVER® starches.



CORN PRODUCTS SALES COMPANY · 17 Battery Place, New York 4, N. Y.

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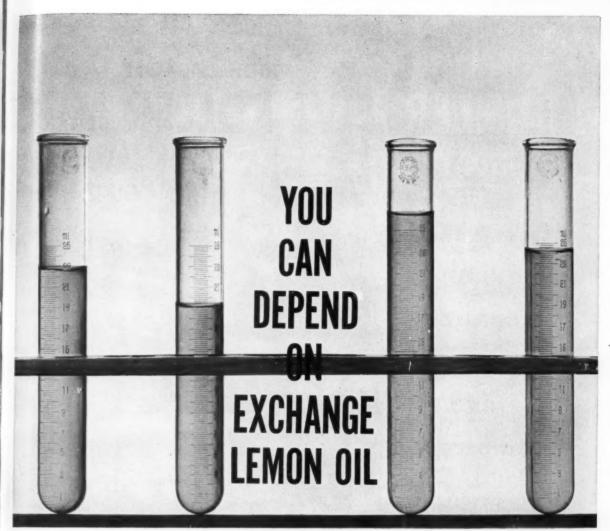
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#### always pure absolutely uniform authentic U.S.P. oil

rify - or ruin - a hundred-pound batch of your product, why gamble?

Use only Exchange Brand Lemon Oil, U.S.P., California Cold-pressed.

Made exclusively from their own California and Arizona lemons by the Sunkist Growers - the people who know citrus best - Exchange Lemon Oil is care-

WHEN JUST AN OUNCE OR TWO of lemon oil can glo-fully cold-pressed, skillfully bulk-blended for matchless uniformity.

> Sunkist Growers pack and seal every container from the 7-pound tin to the 395-pound drum-in their own plant, and guarantee every drop to be pure U.S.P. quality oil - unadulterated, unsophisticated. Always look for the word "Exchange" on the tamperproof container seal.



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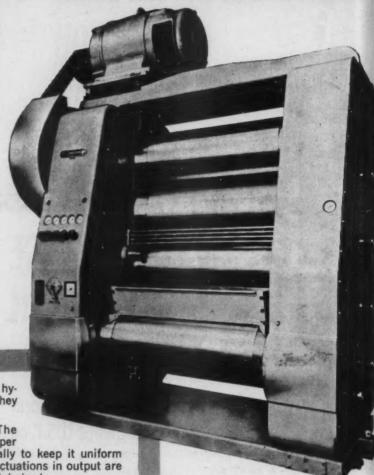
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HIGH CAPACITY

# BUHLER FIVE ROLLER MILL

for CACAO and CHOCOLATE PASTES

the features others will give tomorrow



Type SFG-c

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foo

foo

foo

foo

foo

foo

for

Constant Roll Pressures — Fully hydraulic regulation...once set they never need readjustment.

 Hydraulic scraper control. The pressure of the improved scraper blade is readjusted automatically to keep it uniform and the angle never varies. Fluctuations in output are eliminated. Wear on knife is minimized.

 Rolls Always Parallel. In cleaning, the attendant need only operate one switch to release and again to press.
 The exact service pressures always come into play.
 This saves time and enables one person to attend several roller mills.

• Buhler Rolls are World Famous for Quality, their excellent grip and their resistance to wear.

BUHLER BROTHERS, INC. (U.S.A.)
130 COOLIDGE AVENUE • ENGLEWOOD, NEW JERSEY

BUHLER BROTHERS (CANADA) Ltd.
24 KING STREET WEST . TORONTO, ONTARIO



WRITE FOR LITERATURE foolproof

TES

whipping protein
...G-400 for <u>all</u>
aerated candies



- foolproof G-400's unvarying, uniform composition can standardize your operation
- foolproof G-400 is constantly tested under typical confectioner's whipping conditions
- foolproof 6-400 produces small, uniform air cells ... retains them for much longer candy shelf-life quality (compared to egg albumen)
- foolproof 6-400 comes ready for use, with no advance soaking needed
- foolproof G-400 dissolves instantly in either syrup or water
- foolproof G-400 whips regardless of syrup processing temperature
- foolproof 6-400 shows no color change, even when stored over long periods

**Lower cost** is another major reason why more and more confectioners are specifying G-400 for their fondant and frappe type candy formulas. Also, G-400 is a nutritious, high protein product.

Also, G-400 is a normious, mgn protein product.



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Put this LEADER among flavors to work selling your line.

Tangy and refreshing . . . 1535 Wild Cherry never fails to win instant and lasting friends the first time tasted . . . almost belies the word imitation.

H. Kohnstamm's famous flavor chemists have given to 1535 Wild Cherry not only a truly distinctive delightful taste but also real heat resistance to hold that flavor under high cooking temperatures.

Get acquainted with 1535 Wild Cherry or other Atlas heat-resistant imitation flavors (1500 Line): Raspberry, Grape, Pineapple, Strawberry, Orange, Banana, Apple, Pear, Lemon, Lime, Peach, Rum, Rum and Butter. Write, wire or phone a trial order today...



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BRANCHES IN OTHER PRINCIPAL CITIES OF THE U.S.A. AND THROUGHOUT THE WORLD

for

#### the Manufacturing Confectioner

February, 1959

Volume XXXIX-Number 2

## 13th Production Conference

of the Pennsylvania Manufacturing Confectioners Association

Franklin and Marshall College—April 22-24, 1959

Lancaster, Pennsylvania

Wednesday, April 22: (Hotel Brunswick)

5:30 P.M. Registration

6:30 P.M. Introduction

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Hans F. Dresel

Felton Chemical Co., Inc., Philadelphia; Chairman, Thirteenth Annual Production Conference, P.M.C.A.

**Buffet Supper** 

8:00 Quality Control Symposium

W. Horton Corwin

Production Control, Brock Candy Company, Chattanooga, Tennessee Moderator

**Cream Centers** 

John W. Vassos

Quality Control Manager, Stephen F. Whitman & Son, Inc., Philadelphia

**Hard Candies** 

M. B. Sherman

Director of Research, Gold Medal

Candy Corp., Brooklyn, N. Y.

Chocolate

L. Russell Cook

President, Ambrosia Chocolate
Co., Milwaukee, Wis.

Laboratory Instrumentation and Application

R. F. Sebrechts

Merchandise Development Laboratory, Chemical Division, Sears, Roebuck and Co., Chicago, Ill.

**Buyer's Point of View** 

Charles F. Nickel
Buyer, H. C. Bohack Co. Inc.,
Brooklyn, N. Y.

Moderator: Richard M. Stark
Bachman Chocolate Mfg. Co.,
Mt. Joy, Pa. Chairman, Executive
Committee, P.M.C.A.

Thursday, April 23: (Franklin & Marshall College)

9:00 A.M. Invocation

C. R. Kroekel Kroekel-Oetinger, Inc., Philadelphia

9:05 Greetings

9:10

E. W. Meyers

Hershey Chocolate Corp., Hershey, Pa.

President, P.M.C.A.

Report of P.M.C.A. Research

Jay C. Musser
Vice President — Manufacturing,
Klein Chocolate Co., Elizabethtown, Pa., Chairman, Research
Committee, P.M.C.A.



# Only new Du Pont 300 K-202 cellophane offers you all these sales and production advantages

Superior Appearance is the mark of all Du Pont "K" cellophanes. These sparkling films give you packages that are brilliantly clear without a hint of cloudiness . . . displays that sell candy faster. New 300 K-202, with a yield of 19,500 sq. in., brings you these added benefits . . .

Extra Durability and Protection: 300 K-202 is an extra-strong and protective film in itself. In double-wall constructions, it offers maximum durability and moisture protection.

Excellent Flavor Retention: Volatile flavorings are retained in 300 K-202; candies keep their fresh-made taste!

**Top Machine Performance:** For makeand-fill, bag and overwrap operations, 300 K-202 flows smoothly, at high speed!

300 K-202 can give you the ideal package for your candy. Make a test. Contact your Du Pont Representative or Du Pont Authorized Converter. He'll be glad to work with you. E. I. du Pont de Nemours & Co. (Inc.), Wilmington 98, Delaware.



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BETTER THINGS FOR BETTER LIVING .... THROUGH CHEMISTRY

DU PONT cellophane

9:20	A Study of The Consistency of Cara-	3:30	Recess
William Du Research	mel William Duck	3:45	Discussion
	Research Chemist, P.M.C.A. Re-	5:00	Adjournment
	search Projects at Franklin and Marshall College, Lancaster, Pa.	7:00	The Pennsylvania Manutaciuring Confectioners' Association Dinzer (Dress
9:40	Properties of Pectin which affect its use in Confectionery—Some Fallacies Exploded  L. C. Gallagher  Manager Industry Sales Division, Sunkist Growers, Ontario, Calif.		Informal) Hotel Brunswick, Lancaster, Pa. Pennsylvania Dutch Dinner Hans F. Dresel Representative, Felton Chemical Co., Inc., Philadelphia; Chair-
10:15	Modern Trends in The Handling and Storage of Packaged Commodities in Factories and Warehouses Gilbert I. Ross Partner, Ross & Company, Con- sulting Engineers, New York		man, Thirteenth Annual Produc- tion Conference E. W. Meyers Hershey Chocolate Company, Hershey, Pa. P.M.C.A. Toastmaster Greetings from National Confec-
10:30	Starches for The Candy Industry – Recent Developments J. W. Evans		tioners' Association Douglas S. Steinberg President
	Director of Research, American Maize-Products Co., Roby, Indi- ana	Friday, A	Moderator
11:05	Recess		Clayton A. Minter, Jr.  Minter Brothers, Philadelphia
11:20	Discussion	*	First Vice President, P.M.C.A.
12:00	Insect Repellent Treatments for Packaging Applications	8:30 A.M. 9:00	Registration Moisture Transmission Through Fats
	Ralph H. Kenan Technical Service Engineer, Multiwall Packaging Division, St. Regis Paper Company, Carthage, N. Y.		R. O. Feuge Southern Utilization Research and Development Division, United States Department of Ag- riculture, New Orleans, La.
12:30 P.M.	Antioxidants in Food Packaging Materials  Ben N. Stuckey Supervisor Antioxidant Group, Chemicals Sales Development Laboratories, Eastman Chemical Products, Inc., Kingsport, Tenn.	9:30	Cocoa Bean Research—The Challenge and the Answer by The American Chocolate Industry S. F. Hinkle President, Hershey Chocolate Corporation, Hershey, Pa. Cocoa Bean Research: Scientific progress Toward The Improvement of a
1:00	Luncheon (Served on campus)		Primitive Agricultural Crop.
2:00	A New Edible, Nutritive, Protective Glaze for Confections and Nuts H. B. Cosler Quartermaster Food & Container		Dr. Ernest P. Imle Director of Research, American Cocoa Research Institute, Washington, D. C.
	Institute for the Armed Forces, Chicago	10:30	Standard Analysis Methods in the European Confectionery Industry Food Additives in Europe
2:30	Thoughts on The Formation of Ex- truded Marshmallow William I. Gorfinkle President, J. O. Whitten Com- pany, Inc., Winchester, Mass.		Dr. C. Nieman Netherland Association of Con- fectionery and Chocolate Manu- facturers, Amsterdam, Holland
		11:30	Recess
3.00	Extrading of Plastic and Sami Plastic		
3:00	Extruding of Plastic and Semi-Plastic Products Claude J. Covert President, Racine Confectioners'	11:45	Round Table Discussion James A. King Consultant, Phoenixville, Pa.

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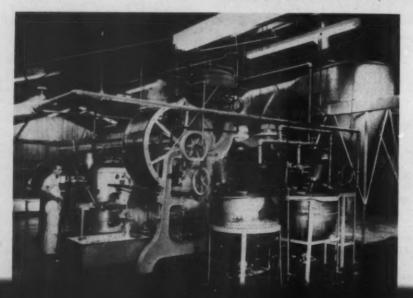
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This view of the plant shows the different building characteristics to accommodate different functions. The raised roofs on the faright cover the main production area and give ample head room for the balcony. The lower part of the building houses the cooling, packing and office areas. The raised part of the building housing the shipping area is out of the picture to the left.

This view across the main production floor illustrates how clean and uncluttered a candy manufacturing area can be. Those operations that by nature require a clutter of containers, materials, and services are segregated on the balcony. These are primarily the manufacturing of semi-finished goods such as centers.





This is a view on the balcony above the main production floor. Fondant from this Hohberger machine is used in center manufacturing for the mogul and in other operations down on the lower floor. This type of manufacturing of semi-finished materials has been kept on the balcony.

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Balcony Above Refrigerated Chocolate Cooling Enrober Mogul Area Storage Room and Packaging Corn Syrup Storage Storage Case Sealing and ++ Shipping 00 Hard Candy Hard Candy TRR Siding Offices Cooling and Cooking Raw Material Packaging and Mixing Receiving Two Story Height One Story Height

# McAfee's new factory

by STANLEY E. ALLURED, editor

he new plant of McAfee Candies, built six miles from their previous location in Macon, Georgia, embodies some excellent principles of candy factory design.

One is flexibility of design that allows the placement of machinery where it is most advantageous from an efficiency standpoint, without being limited by construction limitations. Another is the construction of different parts of the building to tailor their characteristics to the type of plant operations to be performed therein. The third is the provision for the smooth flow of production from the raw material receiving and preparation, through the various processing steps, to the packing and shipping departments.

Use of steel frame, pre-engineered buildings have given the firm processing areas of 200' by 70' without columns or supports of any kind. It is obvious that machinery placement in this type of structure is of the most flexible kind. Another factor which adds to flexibility is the use of overhead plug-in type bus ducts for electrical power, which may be tapped for power at any position on the floor.

In construction techniques, the building is, in many ways, a composite of several different build-

ings placed together for production efficiencies. The raw material receiving and storage, and processing areas are of pre-engineered steel constructions, with high gables giving ample head room for any processing purposes. The processing area is composed of two huge unobstructed bays, 200' by 70'. Half of this area contains a balcony for preliminary processing steps, like fondant production and center manufacturing for the mogul. A portion of the space below the balcony is partitioned off for an enrober room. Most of the remainder of the under-balcony space is used for starch casting operation. An additional small balcony in the main processing area carries the hard candy pre-cook kettles, which feed by gravity to the Hohberger continuous cooker. Other equipment on the main floor of the processing area include the hard candy equipment such as batch mixers, pulling machines, spinning and forming equipment and center forming equipment.

A wall with built-in vapor barrier separates the processing area from the cooling and packing areas. On one side of the building an area 160' by 100' contains the chocolate cooling tunnels and chocolate packing area. The other side has an area of 115' by 100' which is for hard candy

on the fa-



The enrober room is situated below the balcony because it requires little head room, and because it is immediately adjacent to the center molding operation. The enrobers feed through the vapor proof wall in the background to the cooling tunnels and packaging area.

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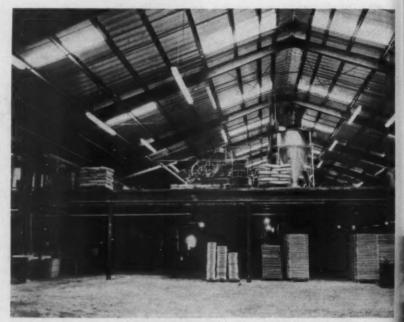
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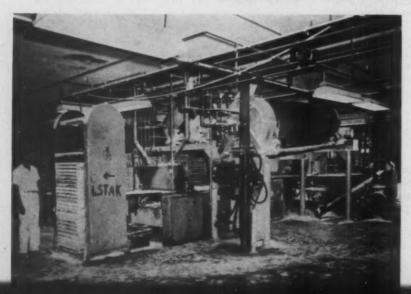
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The area to the left under the balcony is the enrober room. In the center and right is the megul and tray storage areas. Centers for depositing in the megul are made above on the balcony. It is a quick and easy trip for candy from center making down to the megul and from there to the enrober room.





This mogul, placed under the balcony, is supplied with center material through pipes from the cooking equipment above. From the standpoint of production efficiency this is about as close to an ideal set up as is possible to create. Finished centers are transported just a few feet by dolly to the enrober room just beyond the machine.

cooling and packing. There is also a small area here for storage of materials in process and semifinished candies. Beyond the chocolate packing room is a refrigerated storage space, and then the shipping area. Each of these areas are tailored to the process performed within. The height of ceiling, type of wall and floor and the method of sealing against moisture is specifically set to produce optimum conditions for a particular process.

Production flow is generally from one end of the building to the other. However, there are special provisions made to take advantage of certain characteristics for vertical flow where they will add substantially to the efficiency of the process. The balcony above the starch casting operation provides simple and efficient movement of center materials to the hopper of the depositor. It also keeps the necessary clutter of a wide variety of raw materials in various types and sizes of containers of the main production floor, and concentrated in the area in which they are used. It also removes such supplementary operations such as the dust collecting equipment for the mogul from either requiring a penthouse on the roof or being immediately adjacent to the mogul machine itself.

The result of this planning for production flow and processing areas is a remarkably uncluttered production floor and clean processing areas. Machinery can be, and is, placed in the optimum spot for production efficiency, allowing enough room for the necessary traffic around it, and yet providing for a minimum amount of handling and transpor-

tation of the product.

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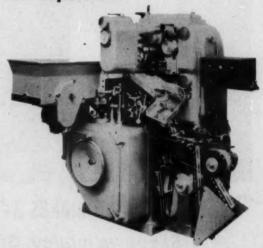
Altogether, this is, in respect to layout and construction one of the real models of candy making efficiency. It is an excellent example of how advance planning of the most detailed and comprehensive kind will pay off in all areas of production economics.



The plant is beyond the wall to the left of this shipping area. The wall to the right, 200 feet long, contains overhead doors its full length for truck shipping. This part of the building is also of the pre-engineered steel type without inside supports that allows complete freedom of use.



**GD** Supermatic



Model 2350 Super

### For high speed, fully automatic twist wrapping of hard form, solid or filled candies

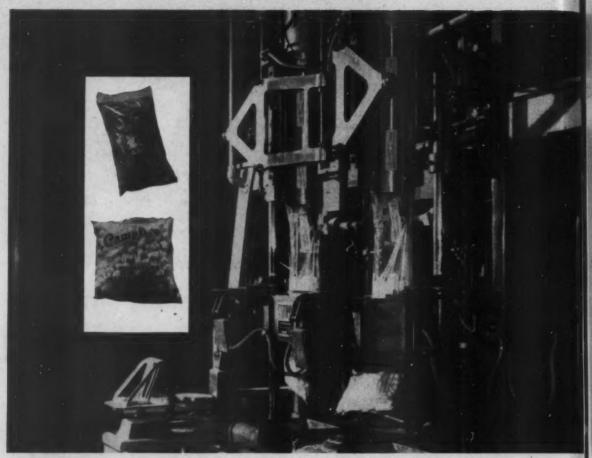


Speeds can be had up to 350 per minute according to type wrap.



SUPERMATIC PACKAGING CORP 1460 Chestnut St. Hillside, New Jersey

BENEDICT R. MARFUGGI, Vice President - Sales Manager



## "VISQUEEN film makes a 'Cracker Jack" package

#### Saves us money. Gives us higher quality bags."

"Our switch to VISQUEEN 'Q' film gave us a low initial cost. We have far less breakage, too. Put together, these two savings have cut our packaging cost considerably.

"The superior clarity of VISQUEEN 'Q' film completely discloses the eye-catching, salesgenerating qualities of Campfire marshmallows and Cracker Jack popping corn.

"Vivid color printing—the best we've ever had—with no smudging or blurring, was another advantage we got with VISQUEEN film.

"We make 40 bags per minute on each of our Haysen Compak machines, which seam the VISQUEEN film sheet and heat-seal the filled bags. Milprint, Inc., Milwaukee; Color Wrap Company, Cicero, Illinois; and CelluCraft, New Hyde Park, New York, supply VISQUEEN film to Cracker Jack Co."

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# Candy - by - wire

by STANLEY E. ALLURED, editor

Candy-by-wire finally became a reality this month with the inauguration of CandyGram by Western Union throughout the country. Freezers located in 546 Western Union offices in over 400 cities are stocked with CandyGram candy, a total initial order of 235,872 pounds.

A single individual is almost solely responsible for this program. He is Maurice P. Sher, a Cleveland restaurateur with a small retail candy manufacturing operation on the side. He first approached Western Union over ten years ago with the proposal. Thus began ten long years of proposals, counter-proposals, objections, surveys, investigations and a multitude of plans.

During this period, and even before, many persons in and out of the candy industry had thought of the natural appeal of candy-by-wire as a way of giving gifts. A few plans came close to being adopted. As reported in the November issue of The Manufacturing Confectioner members of the Florists' Telegraph Delivery Service discussed

the possibility of stocking candy in their shops but yoted down the proposal at their convention.

But no one pushed a plan as Sher did. No one worked as long or with such single minded purpose and energy. And to him went the reward, a contract that was signed in the early summer last year between himself and Western Union outlining a method of handling candy-by-wire, and providing him with a three year exclusive contract to supply it.

At this point he had the precious contract but no source of candy. His own small manufacturing operation was far too small to handle anything like the tonnage required for this promotion. Actually, he needed both capital and a source of candy and preferred getting both from the same organization.

Sher approached several large wholesale candy manufacturers to find a partner in this project. Negotiations were started with more than one, including one of the largest firms in the field. After

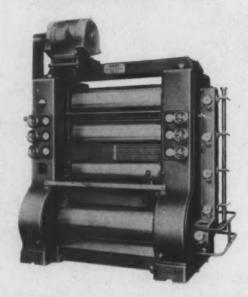
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# THE MOST ADVANCED Hydraulic

# 5-ROLL REFINER THOUET

**TYPE WH 5/59** 



The latest 5-Roll Chocolate Refiner, using the new pump-less, trouble-free, direct (static) system of fully hydraulic roll pressure control.

- Simple and conveniently grouped controls.
- Once preset, pressure maintained automatically.
- Exact pressure indication by 6 dial gauges.
- Elimination of all guess work and errors.
- Accurate temperature control by water valves.
- Can be operated by unskilled attendant.
- ✓ No pump—no wearing parts—leakproof.
- Wear-resisting chilled cast iron rolls.
- High output at maximum fineness.
- ✓ Available for demonstration on trial-basis.

#### THOUET MASCHINENBAU

Specalist Manufacturers of Chocolate Plant
Full information promptly available from:

#### **CANTAB INDUSTRIES**

P.O.B. 54, STATION Q, TORONTO 7, ONTARIO, CANADA

the protracted negotiations with Western Union he did not expect extended negotiations on the candy source, and was a little disappointed to find that these candy manufacturers could not come to an agreement immediately on what was, to him, the most terrific new candy promotion ever devised.

At this point Sher read a report on Mrs. Stevens Candy Kitchens based on a release of the firm's earnings figures for the first half of the year and telling of the aggressive young management of the firm. He made arrangements to meet the executives in Chicago and on the day of the meeting an agreement on the basic plan was made. The necessary capital was raised by the ownership of Mrs. Stevens.

The basic management plan was the formation of the new company, CandyGram, Incorporated. The three principle owners of this new firm are Sher, Bill Rentschler, board chairman of Mrs. Stevens and William Bartholomay, a vice president of Stevens and with Rentschler the principle owners of the firm.

Rentschler and Bartholomay requested and got some modifications of the original contract, including an option to renew for another three year period. The contract is now held by CandyGram, Inc. This company contracts with Mrs. Stevens for the candy, packaged to its specifications.

The assortment is generally made up of pieces in Mrs. Stevens line, but differs from any particular assortment the firm has packaged. It contains no fruits, and is heavy on nut pieces and chewy pieces. Orders are placed with the company direct by wire from each Western Union office. They are shipped by regular refrigerated freight, and are frozen only when they are placed in the freezer at the individual office. Here they will keep indefinitely.

The freezers are leased from Admiral Corporation with the maintenance taken care of by Western Union. The freezers are made as unobtrusive as possible. There is no display calling attention to them and they are painted to match the color of the walls of each office. This is done because Western Union cannot, by terms of its public franchise, sell any product over the counter. In addition 90% of the business is done by phone making point-of-purchase display largely a wasted effort as far as the majority of customers is concerned.

The two major areas of sales promotion for this project, to acquaint the public with its availability, are consumer advertising and publicity, and suggestions made by employees who take telegrams over the phone. This latter method has received special attention by CandyGram, and as part of the initial publicity drive several hundred boxes were sent to WU employees to impress them with the service and urge them to suggest CandyGram at every opportunity over the phone. An indication of the coverage available from the 546 offices is that over 90 percent of WU's messages originated from these offices.

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# Candy

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

## Chewy Candies; Caramels; Brittles

Code 2A9
Caramel Chews

8 ozs.−28¢

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of Package: Good Container: Cellulose bag printed in brown and white. Chews are wrapped in cellulose.

Chews: Colors: Good

Texture: Good

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Flavors: Good Remarks: A good eating chew; the best we have examined this year at the price of 28c for 8 ozs.

> Code 2G9 Peanut Brittle 1 lb.—85¢

(Purchased in a retail candy shop, Chicago, Ill.)

Sold in Bulk:
Peanut Brittle:
Color: Good
Texture: Good
Peanuts: Good
Taste: Good

Remarks: The best peanut brittle we have examined this year. Slightly high priced for peanut brittle.

Code 2L9
Peanut Brittle
1 lb.-69¢

(Purchased in a retail nut shop, Toledo, Ohio)

Sold in Bulk: Brittle:

> Color: Good Texture: Good Peanuts: Good Taste: Good

Remarks: One of the best peanut brittles we have examined this year, but slightly high priced for peanut brittle.

> Code 219 Peanut Brittle 1 lb.-49¢

(Purchased in a food shop, Chicago, Ill.)

Appearance of Package: Good Wrapper: Folding box, printed foil wrapper in brown, yellow and red. Imprint of brittle in colors.

Brittle: Color: Good Texture: Good Peanuts: Good

Taste: Good
Remarks: The best peanut brittle we have examined this year at this price.

Code 2J9 Nut Crisps 1 lb.-98¢

(Purchased in a fancy food shop, Chicago, Ill.)

Appearance of Package: Good
Container: Round tin can, slip cover.
Can printed in red, yellow-and white.
Nut crisps are a small square of coconut and cashew nut brittle.

Crisps:
Color: Good
Texture: Good
Coconut: Good
Cashews: Good
Taste: Good

Remarks: A very good eating coconut nut brittle but highly priced at 98¢ the pound.

Code 2K9
Coconut and Nut Brittle
1 lb.-69¢

(Purchased in a fancy food shop, Chicago, Ill.) Sold in Bulk:

Brittle: Coconut, peanuts, and pecans.
Color: Good
Texture: Good

Coconut: Good Nuts: Good Taste: Good

Remarks: The best brittle of this kind we have examined this year. Very good eating. Suggest a small amount of lemon oil be used.

Code 2H9
Peanut Brittle
1 lb.—43¢

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of Package: Good Box: Folding box, foil wrapped printed in brown and yellow, white and silver.

Imprint of brittle in colors.

irittle:
Color: Good

Color: Good Texture: Good Peanuts: Good Taste: Good

Remarks: The best peanut brittle we have examined this year at this price.

#### Candy Clinic Schedule For the Year

JANUARY—Holiday Packages; Hard Candies
FEBRUARY—Chewy Candies; Caramels; Brittles
MARCH—Assorted Chocolates up to \$1.15
APRIL—\$1.20 and up Chocolates; Chocolate Bars
MAY—Easter Candies; Cordial Cherries
JUNE—Marshmallows; Fudge
AUGUST—Summer Candies
SEPTEMBER—Uncoated & Summer Coated Bars
OCTOBER—Salted Nuts; Gums & Jellies
NOVEMBER—Panned Goods: Le Pieces

NOVEMBER-Panned Goods; 1¢ Pieces
DECEMBER-Best Packages and Items of Each Type Considered
During the Year.

for February 1959 - 31

Code 2F9 Cashew Brittle 14 ozs.-\$1.25

(Purchased in a retail candy shop, Atlanta, Ga.)

Appearance of Package: Good Container: Round key tin, about the size of a 1 lb. coffee tin. Paper band printed in light brown, blue and red. Imprint of colonial scene in colors.

Brittle:

Color: Good Texture: Fair

Cashew Nuts: See remarks.

Taste: Fair

Remarks: Brittle is slightly tough and many cashew nuts be used to improve the eating quality of the brittle, also the flavor. Very highly priced at 14 ozs. for \$1.25.

#### "STUCK AGAIN!"



No doubt about it, there's real customer resistance to candy that's stuck together. And the best insurance against sticking is ZINSSER CONFECTIONERY GLAZES. They'll keep your candy looking better, too - fresher-looking and full colored.

#### Zinsser Confectionery Glazes are:

- ★ Quick-drying solutions of non-toxic shellacs in approved alcohol formulae
- Guaranteed free from arsenic and rosin
- Made in compliance with regulations of the Pure Food and Drug Act
- \* Non-hygroscopic

New York 19, N. Y.

#### WHICH GLAZE SUITS YOUR PRODUCT BEST?

REGULAR - full-bodied, opaque, creamy solution. Gives a clear film.

wax-free, transparent, Rhine wine color. Gives a crystal-clear film, has lower viscosity than Regular. REFINED -

color of conventional liquid orange shellac. For use where a transparent orange film is required.

Available in 3-, 4-, or 5-lb. cuts with 28 % %, 34 % % and 40 % dry solids respectively, or special formulae. Can be applied by tumbling or pan spraying.

Write for test samples and further information to:

#### WM. ZINSSER & CO.

offices and factories at 316 W. 59th St.

319 No. Western Ave. Chicago 12, III.

#### Code 2M9 **Peanut Brittle** 1 lb.−75¢

(Purchased in a department store, Birmingham, Ala.)

Appearance of Package: Good

Container: Cardboard tub, press-in per cap on top. Printed in dark a light brown, overall imprint of brittle in brown.

Brittle:

Taste: Good Peanuts: Good Color: Good

Texture: Good Remarks: One of the best peanut brit tles we have examined this year.

#### Code 2D9 **Chocolate Coated Honeycomb** Mints

6 ozs.-37¢ (Purchased in a chain drug store, Chicago, Ill.)

Appearance of Package: Good Container: Long oblong tray printed brown, white and green. Overall ce lulose wrapper.

Mints: Coating: Fair

> Center: Color: Good Texture: Good Honeycomb: Very good

Flavor: Good Remarks: A very good eating center. A better grade of coating could be used, at the price of 37¢ for 6 ozs.

#### Code 2E9 Milk Chocolate Coated Vanilla Cream Bar 14 ozs.-10¢

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of Bar: Good Size: Small for a 10¢ seller.

Wrapper: Inside foil wrapper, overall outside paper wrapper printed in red, blue and gold.

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Bar:

Coating: Good Center:

> Color: Good Texture: Good Taste: Good

Remarks: A good eating bar but highly priced at 10¢ for 1¼ ozs.

#### Code 2B9 **Peanut Brittle** ½ lb.−25¢

(Purchased in a chain variety store, Atlanta, Ga.)

Appearance of Package: Good

Container: Folding box, one layer type. Foil wrapped, printed in brown, white, red and gold. Imprint of peanut brittle in color.

Brittle:

Color: Good Texture: Good Peanuts: Good Taste: Good

Remarks: One of the best peanut brittles we have examined this year.





# Twist - a profitable specialty

Jach Christmas season Hilliard's Kitch-In-Vue Candies makes a hard candy twist in six assorted flavors and colors. Normal sales during the week before Christmas on this item alone are over 1,000 pounds.

"We've been making twist every fall now for many years." says Alan Hilliard, manager of the store in North Easton, Massachusetts. "Our material costs about 10 cents a pound and our labor cost is less than 10 cents a pound. We sell it for \$1.00 a pound-pretty good profit, don't you think?"

Twist is a hard candy item; a short piece two inches long, twisted and pulled to a diameter of 3/16 inches. The formula he uses is 30 pounds of sugar, 3 quarts of water, 1-1/2 pounds of nulomoline and 1 teaspoon of cream of tarter. Cook to 340°. Cool on a slab and then pull it. Next it goes to a batch warmer, and at Hilliard's it then feeds into his twist forming machine, and onto a canvas belt to cool. Next it goes to a large table where he mixes the six flavors and colors: Vanilla, Wintergreen, Peppermint, Orange, Lemon and Lime.

The Hilliard family operates four stores in Massachusetts and Connecticut and some sixty people are employed. Over two hundred items are produced but twist is the most profitable item during

the fall season when several thousand pounds are made and sold.

Some years ago Perley Hilliard, the inventor of many other innovations in candy making equipment, decided to experiment with a machine to make twist. Eventually he produced and patented the machine he uses today. Instead of two men working together to make 20 pounds of twist per hour by hand, Mr. Hilliard's machine, operated by one man, while another cooks the batches, turns out over sixty pounds per hour.

Twist, as the Hilliards produce it, runs 600 pieces to the pound. "Since it is so light", says Alan, "the result is a bulk item that gives an exceptionally fine appearance of value when displayed in clear plastic containers or in polyethylene bags. We sell it for a dollar a pound, weighed out in bulk, but these six ounce plastic containers go fast at 45 cents. Another good selling point, twist runs only three calories to the piece!"

Although Perley Hilliard has patented his machine, so far he has been too busy providing retail candy makers with his Hilliard tempering kettle and, more recently, his baby Hilliard Chocolate Coater, that as yet he hasn't made any effort to sell his new twist machine.

for February 1959 - 33

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# ALMOND BRITTLE

# Extraordinarily good candy, the way Sam Lawrence makes it.

A number of candymakers have asked "Can't you give us a formula for a really outstanding brittle?" We believe the "California Almond Brittle" made by Sam Lawrence, of Lawrence's Kitchen Fresh Candies, San Francisco, fits that description in every way. You'll find the formula published in other Blue Diamond advertising, or we'll be glad to send it. We think you'll agree it makes a fine candy. The almonds? Naturally, they are California's finest Blue Diamonds . . . the double-sorted worth-more almonds with controlled minimum moisture content. More good almonds for your money. Write for samples and prices.

# Blue Diamond (LMONDS

CALIFORNIA ALMOND GROWERS EXCHANGE Sacramento, California



Sales Offices: 100 Hudson St., New York 13

### **CALENDAR**

February 14; Carolina Confectionery Salesmen's Club, luncheon meeting, S&W Cafeteria, Charlotte, N. C.

February 18-20; Western Candy Conference, Los Angeles, Calif.

February 24-26; NCWA, Western Regional Convention & Candy Show, Riviera Hotel, Las Vegas, Nevada.

February 28; Southwestern Candy Salesman's Association, luncheon meeting, Sammy's Oak Lawn Restaurant, Dallas, Texas.

March 2; Denver Mile Hi Candy Club, breakfast meeting, Denver Athletic Club, Denver, Colo.

March 2; Confectionery Salesmen's Club of Baltimore, luncheon meeting, Gannon's Restaurant, Baltimore, Md.

March 7; Kansas City Candy Club, luncheon meeting, Town House Hotel, Kansas City, Kansas.

April 4; Empire State Candy Club, Silver Anniversary Dance, Hotel Syracuse, Syracuse, N. Y.

April 5-10; N. A. T. D. Exposition, Hilton Hotel, Chicago, Illinois.

April 6-9; Premium Show, Navy Pier, Chicago, Illinois.

April 13-17; AMA Package Show, International Amphitheatre, Chicago, Ill.

April 23 & 24; Pennsylvania Manufacturing Confectioners' Assn., 13th Annual Production Conference, Franklin & Marshall College, Lancaster, Pa.

May 10-13; Flavoring Extract Convention, Traymore, Atlantic City, New Jersey.

May 17-21; Institute of Food Technologists, convention, Bellevue-Stratford Hotel, Philadelphia, Pa.

May 22-25; Candy Square Club, Outing, Brown's Hotel, Loch Sheldrake, New York.

June 7-11; National Confectioners Assn., Hilton Hotel, Chicago, Ill.

June 8; AACT, annual meeting, Hilton Hotel, Chicago, Ill.

June 13-16; M.C.B.A., New York Candy Club Exposition, Trade Show Bldg., New York, New York.

June 25-28 PMCA, annual Convention, Galen Hall, Wernersville, Pa.

June 29-July 2; NCSA convention, Concord Hotel, Lake Kiamesha, N. Y.

July 13-16; Southern Wholesale Confectioners and Tobacco Association, annual convention, Biltmore Hotel, Atlanta, Ga.

July 26-30; NCWA, convention, Palmer House, Chicago, Ill.

November 1-4; National Automatic Merchandising Association, convention and exhibition, Chicago, Ill.

November 3-5; Canadian National Packaging Exposition, Toronto

November 17-20; Packaging Machinery Manufacturers Institute Show of 1959, New York Coliseum.

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### FRITZSCHE BROTHERS, Inc.

- A FIRST NAME IN FLAVORS SINCE 1871-

76 NINTH AVENUE

NEW YORK 11, N.Y.

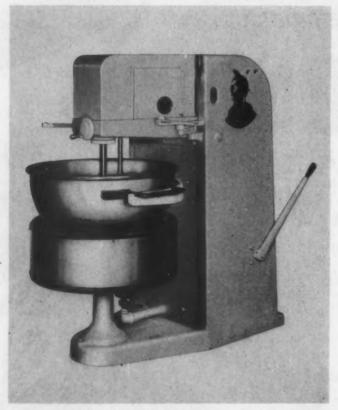
Branch Offices and \*Stocks: Atlanta, Ga., Boston, Mass., \*Chicago, III., Cincinnati, Ohio, Greensboro, N. C., \*Los Angeles, Cal., Philadelphia, Pa., San Francisco, Cal., St. Louis, Mo., Montreal and \*Toronto, Canada; \*Mexico, D. F. and \*Buenos Aires, Argentina. Factories: Clifton, N. J. and Buenos Aires, Argentina.



## SAVAGE LATEST FIRE MIXER

MODEL S-48

Thermostatic Gas Control-Variable Speed



The Savage Latest Fire Mixer, Model S-48, is Streamlined and Sanitary and has many new features and conveniences:

> **Automatic Temperature Control** Variable Speed from 30 to 60 RPM Break-back within floor space 32" x 48" **Aluminum Base and Body Castings** Atmospheric Gas Furnace with Stainless shell Removable Agitator, single or double action Stainless Cream Can and Stainless Drip Pan Copper Kettle 24" diameter 121/2" deep or 16" deep

You can save labor and obtain uniform batches by setting the thermostat for degree cook desired. It cooks and mixes batches of caramel, peanut brittle, peanut candies, fudge, nougat, gum work, and with double action agitator is ideal for coconut candies and heavy batches.

Your inquiry invited

# SAVAGE BROTHERS COMPANY

2638 Gladys Ave. Chicago 12, Ill.



Westcott Nut is using a lamination of cellophane-polyethylens cellophane (CPC) film to package their nut meats. The clear, smooth bags are tough, easily handled and sealed, and provide an excellent moisture barrier.



Bianchi is packaging its cordial cherries in a compartmented tray, overwrapped in six color printed cellophane. The sixteen pieces provide a net weight of 8 ounces.



Stevens Candy Kitchens have packed a toy in their "Surprise Heart" boxes. These children's valentine boxes contain "conversation lozenge" hearts.

Hooper's Nut Bark package depicts the contents in full color. This two-piece unit replaces the set-up box which they used previously.

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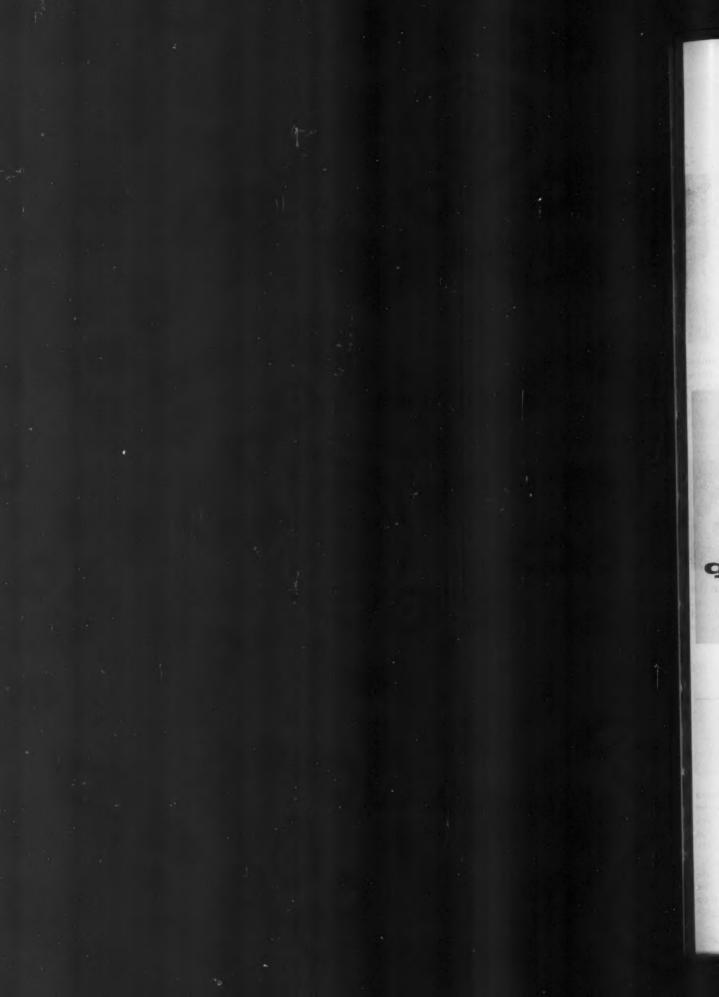
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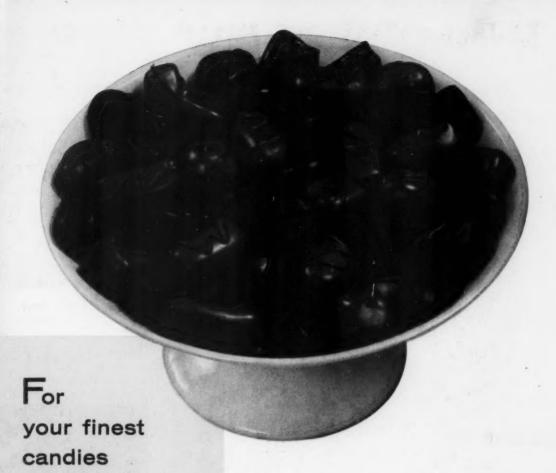


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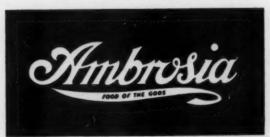




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# Chocolate Coatings

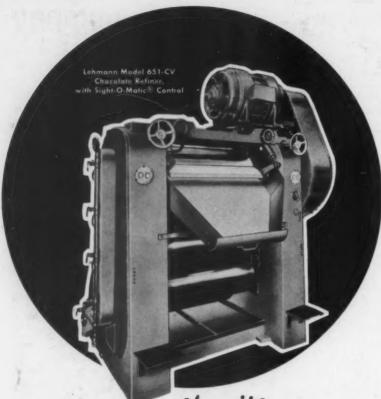
Ambrosia food of the gods
Coatings are your assurance of the
final touch of quality for your
finest candies. Choose from Milks,
Vanillas, Bitter Sweets, or
Fondant Chocolate Coatings.



For samples and more information write to:

AMBROSIA CHOCOLATE COMPANY

Milwaukee 3. Wisconsin



When you can't raise PRICES.

maintain profits by cutting COSTS

Obsolescence of production machinery is a fatal industrial disease that has only one cure . . . efficient, up-to-date equipment. Are your present production machines costing you more than new cost-saving Lehmann units?

Lehmann products include: Chocolate Refiners; Disc Conches; Paste Mixers; Emulsifiers; Automatic Coating, Enrobing, Drip-Feeding, and Tempering Machines; Sieving and Straining Machines; Hollow Mould Plants; and other chocolate processing and confectionery equipment.



Lehmann Verti-Siv, Straining and Sieving Machine.

Look us up in Chemical Engineering Catalog, or write for further information.



J. M. LEHMANN COMPANY, Inc.

COAST-TO-COAST SERVICE

Moore Dry Dock Company Oakland, California Lammert & Mann Co. Chicago 12, Illinois J. M. Lehmann Co., Inc. Lyndhurst, New Jersey



Necco has a new line of supermarket packages of eight 6 ounce boxes priced in the 29 cent range. They are foil wrapped. The principle design feature is a ribbon-like, free form "X"



**Shoemaker's** peanut brittle is in this new four color folding carton. This 12 ounce package is cellophane overwrapped.



**Bunte** will bring out three new packages for Easter. Two will be for foil wrapped marshmallow eggs—a 10 count tray and 40 count box. The third is a re-designed Multi-Pac Creme Egg Tray.



STANcase EQUIPMENT

# DRUMS

MODEL 30 -- 30 GAL. MODEL 55 -- 55 GAL. (Covers available)

ECONOMY EQUIPMENT

RUGGEDLY CONSTRUCTED FOR LIFE TIME WEAR. FULLY APPROVED BY HEALTH AUTHORITIES.

Manufactured by
The Standard Casing Co., Inc.
121 Spring St., New York 12, N. Y

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Henry Heide, Inc. is packaging Juijyfruits, Chocolate Flavor Babies, Red Hot Dollars, Mexican Hats and Diamond Licorice Drops in cellophane bags priced at 29 cents. The packages are expected to attract family shoppers looking for economy sized packages.



Lyons has eliminated the cellophane overwrap from its cartons and adopted reverse tuck, four color cartons with front and rear panels identical.



Topps Party-Pak is now in polycello bags with printing sandwiched between the layers of cellophane and polyethylene. Seasonal banners can be heat sealed to each end of these bags such as the Halloween band shown.



From hopper to shipping carton, Henry Heide candies are more accurately and economically packaged by the completely automatic Hayssen COMPAK.

COMPAK forms the bag from roll film, with perfect electric eye registration of printed design, and automatically fills from precision scale feed.

With Hayssen's quick change "Plug-in" draw bar, the COMPAK is immediately converted from cellophane to polyethylene.



candie

HAYSSEN MFG.

Dept. MC-2 . SHEBOYGAN, WISCONSIN

The world's eldest and largest exclusive manufacturer of packaging machinery

Atlanta o Boston o Chicago o Delita o Denver o Detroit o Jackson, Miss. o Kenses City o Los Angeles

Minneapolis o How York o Philadolphia o St. Louis o San Francisco o Montreal o Terento o Vancouver

# New Products

A new continuous nut roasting, salting and glazing machine for all types of oil-roasted nuts has been developed. It is a completely automated, continuous process and requires no direct labor from point of feed to discharge. The tank is designed to hold the minimum amount of oil needed to process the rated production volume—as much as a

third less than existing frying equipment. The conveyor belt cuts down the rate of sediment accumulation by earrying the coarser sediment particles out of the oil. A close tolerance in temperature is maintained by measuring the surface temperature of the heating tubes themselves. All exposed surfaces are stainless steel. The entire frame is made of tubular steel. The conveyor belt can be raised at one end, without disturbing the belt drive. Ready accessibility is provided to all areas requiring cleaning. All electrical equipment is totally enclosed, permitting use of hot water

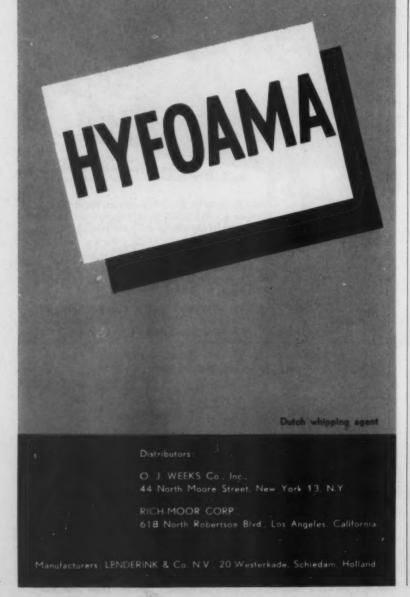


or steam for cleaning. The machine has a stainless steel feed hopper with adjustable stainless blades for control of depth and fow of the nuts onto the conveyor. The continuous cooler utilizes the same tubular frame construction and stainless steel on all exposed surfaces. The cooler has variable speed belt drive, nylon brushes for continuous cleaning of the belt removable drip pans, uniform salting flow, and adjustable glazing oil feed. Gentle agitation is provided in the roaster, and after salting and glazing operations, to insure complete uniformity of product throughout the depth of the product mass. It is built in two standard sizes: 1,500 and 2,500 pounds per hour (based on blanched Virginia peanuts). Larger production units are available on special order. The equipment can be supplied for left-to-right or right-toleft installation, and is ready for connection to utilities and piping.

For further information write: Jabez Burns & Sons, Inc., Eleventh Avenue & 43rd Street, New York, N. Y.

A weighing device and an automatic sealing and cut-off device have been developed by the manufacturer of a vertical packaging machine. The weighing device promises hairline accuracy and the trimming device saves up to one inch of film length per bag. This estimated fifteen percent saving is gained by the elimination of conventional tabs.

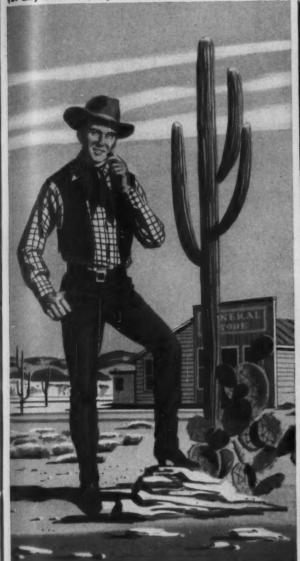
For further information write: Mercury Heat Sealing Equipment, 2801 North Howard St., Philadelphia, Pennsylvania.





## What Candy Makers Should Know About The Desert

(or any other hot, dry climate where their candy is sold)





How the unique All-Weather humectant properties of Sweetose Syrup extend shelf life, keep candies

# Always Fresh...Never Too Dry

No matter in what section of the country you sell your candies, no matter how extreme or how changeable the weather—whether hot, damp, dry or cold—you can improve and stabilize the overall quality of your bars, creams, marshmallows, gums and caramels—when you use Sweetose Syrup.

For the narrow humectant range of Sweetose, the original enzyme-converted corn syrup, assures a controlled, just-right moisture balance through a wide range of humidities and

What's more, you'll find Sweetose far easier to work with. Easier handling, quicker cooking, faster whipping, less stringing, are just a few of the many Sweetose advantages. In addition, Sweetose improves the taste, texture and tenderness of your candies while lowering your actual sweetener costs.

Find out how you can "humidity-proof" your candy to resist changing climatic conditions. Cash in on the bigger profits and expanded distribution that improved quality and longer shelf life bring. For additional information, call your Staley Representative at the branch office nearest you, or write to . . .



A. E. Staley Mfg. Co., Decatur, Illinois

Branch Offices: Atlanta · Boston · Chicago · Clevaland · Kansas City

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Sweetose
THE ORIGINAL ENZYME-CONVERTED CORN SYRUP

for February 1959 - 41

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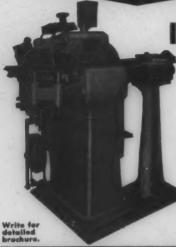
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HI-SPEED WRAPPING MACHINE

Ideal to do the job faster, at less cost, with maximum efficiency. That's why Ideal Special Caramel Wrapping Equipment is the preferred equipment ... and it saves personnel—two operators are all that are required for this automatic machine.

IDEAL WRAPPING MACHINE COMPANY

MIDDLETOWN, NEW YORK, U. S. A

### **NEWSMAKERS**

Commenting that "We are not in competition with machinery manufacturers. We are only interested in packaging machinery as a service to our customers", Paul Murphy, vice-president of Reynolds Aluminum, announced that James O. Alexander had been appointed to the newly created post of market manager, packaging machinery, for Reynolds Metals Company.

Dudley Lum of Givaudan Flavors has given up his duties as manager of the Chicago office but will continue to serve old customers in that territory. He has been with the industry for over fifty years. Robert L. Williams is his successor.

Continental Nut Company has named Dulin Brokerage in Tampa, and Shafton Company in Miami, as sales representatives in their areas.

Western Condensing has named Michael W. Doyle general manager of their Canadian operation, Peebles Products Ltd., Ontario. Mr. Doyle has been division production manager in New York State for the past twelve years.

Clinton Corn Processing recently appointed H. C. Nickelsen district sales manager for the metropolitan New York area.

Hubinger Company has appointed John M. Search sales representative in the metropolitan New York market.

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Makers of Fine Chocolate and Cocoa



NS CHOCOLATE COMPANY, INC.

155 Great Arrow Avenue . Buffalo 7, New York

Branches and Warehouse Stocks in . . . BOSTON, NEW YORK, CHICAGO, LOS ANGELES, OAKLAND, SALT LAKE CITY, SEATTLE



patties, non-pareils, midget bits, and others. By this system, the Racine Chocolate Depositor casts, cools and then discharges the chocolate. No molds are used-the chocolate is cast directly on a polished steel conveyor

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Only 1 Part-time Operator Required! Auto-

Racine Chocolate Depositor are uniform in size, have a higher gloss and finish-they retain their full color and luster-in all ways, they're better.

Now, you too can make better chocolate products faster, with the Racine Chocolate Depositor-the one the leaders use. Write today for complete information.





15 PARK ROW, NEW YORK 38, N. Y.

Western Office and Factory: Racine, Wis. Eastern Factory: Harrison, N. J.



### NEWSMAKERS

The Minneapolis office of Sterwin Chemicals is now at 3424 East Lake Street. Lyle Carmony will continue in his position of office manager at this new address.

A. E. Staley Manufacturing Co. has started construction of a 108,000 square foot research center in Decatur, Illinois. The center which will provide laboratory space and improved scientific facilities will be completed in mid-1960.

Corn Industries Research Foundation, Inc. renewed its research program which is supported by the 11 firms comprising the industry. One part of the program receiving strong support was for the development of a strain of high-amylose corn. A relatively small amount of amylose, a substance similar to cellulose, which provides all the jelling power of corn starch, is present in the ordinary corn kernel. The development of a high-amylose variety should be the springboard to the manufacture of many new products from corn, including a much improved thin boiling starch. The Corn Industries Research Foundation has sponsored a continuous program in this field, directing the greater part of its effort toward the development of analytical methods for distinguishing between high- and low-amylose corn, to date one of the chief stumbling blocks. This year three separate genetic

projects are scheduled. Success has already been gained with the development of 60-percent amylose corn.



Dr. David Jorysch, assistant vice president and technical director of the flavor division of H. Kohnstamm & Company, was elected to the board of directors at a stockholders meeting recently.

Low

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American Viscose Corp. has transferred Edward Butler to their Philadelphia office where he will work in customer service and field testing for the Avisco Film Division. The company also announced the appointment of Robert Y. Arnold as sales representative in the Chicago district of the Film Division.

Chas. Pfizer & Company has appointed Paul E. Weber assistant general manager of the Chemical Sales Division. Norman A. Grimm will become manager of trade relations, with his former position of manager of the midwestern region being filled by John E. McVeigh.

Corn Industries Research Foundation has put out a revised edition of the booklet "Corn Syrups and Sugars". This second edition covers manufacturing, chemical and physical properties and handling. A series of 12 tables supplement an analytical section, and a glossary of technical terms is included. The booklet is available free from the Foundation at 3 East 45th Street, New York 17, N. Y.





### Latini's Proven Profit Maker

225 Pops Formed & Wrapped Per Minute

Low labor cost pop operation—one operator does work

The wrapped pops go right through for cooling, then

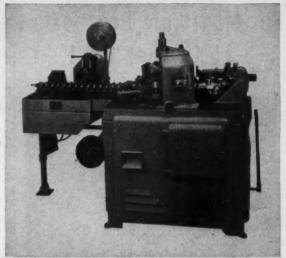
There is no handling, chipping, breaking, etc.-

Die pop is free of fins-eliminating scrap.

Positive stick insertion-all straight and true.

Weight of pop is variable without change of dies.

Sandwich wrap saves up to 50% of other type wraps.



LATINI DIE POP MACHINE WITH CONTINUOUS WRAPPING ATTACHMENT



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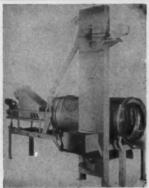
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Hohberger **Continuous Hard Candy Cutter** 

Waffles, pillows, chips, or straws. Up to 150 feet per minute. Perfect sealing on filled pieces.



The Latini Sander

Guaranteed to properly sand the full output of a moguli Enlarged steaming chamber. Non-corrosive metals wherever steam and sugar



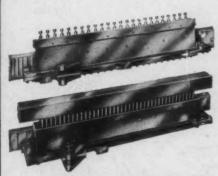
**Berks Mixer** 

The Berks Mixer incorporates color and flavor and kneads the candy the same as by hand. No discoloration. Over 50 users with from one to fifteen unitsover 160 in operation.



**Hohberger Cream Machine** 

Up to 2,000 pounds per hour. Straight sugar or with any amount of corn syrup.



Mill River Pump Bars

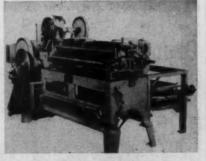
Faster, better, and more accurate due to precision workmanship. Water-sealed — Sanitary — No Grooves — No Washers. Available in all sizes.

Single, double, triple and quad-ruple row for all depositors.

Also available - Special Chocolate Pump Bars — Sanitary Stainless Steel Hoppers.

#### SPECIAL NOTICE

**Pump Bars Available** To Satisfy Offset Impressions.



**Hohberger Continuous Ball Machine** 

Up to 1,200 lbs. per hour. Forms filled or plain balls, unusual shapes and sunbeam starlights.

John Sheffman, Inc. 152 West 42 Street

New York 36, N. Y.

# For Maximum Protection at Lowest Cost



SWEETONE WAVEE PARCHMENT is the most economical grease proof box pad sold today. It is ideal when used as a safeguard against breakage for candy.

Write Today for a new folder containing actual samples of our complete line of Sweetone Paper Products for manufacturing confectioners including:

Glassine Waxed Papers Wavee Parchment Embossed Papers

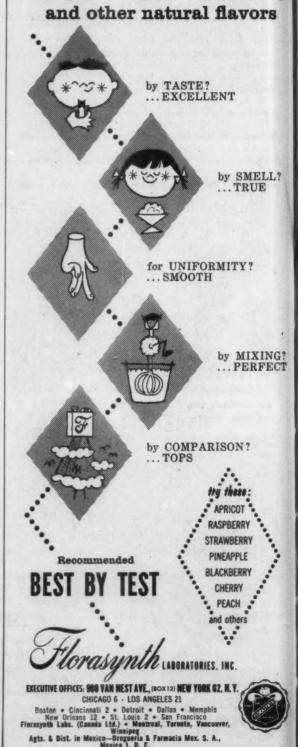
Chocolate Dividers
spers Boat & Tray Rolls
rechment Layer Boards
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Candy Box Paddings

George H. Sweetnam, Inc.

282-286 Portland Street, Cambridge, Mass.



Representatives in Philadelphia, Detroit, Baltimore, Chicago, Dallas, Los Angeles and Seattle. check list of practical tests for FLORASYNTH TRUE FRUIT FLAVORS



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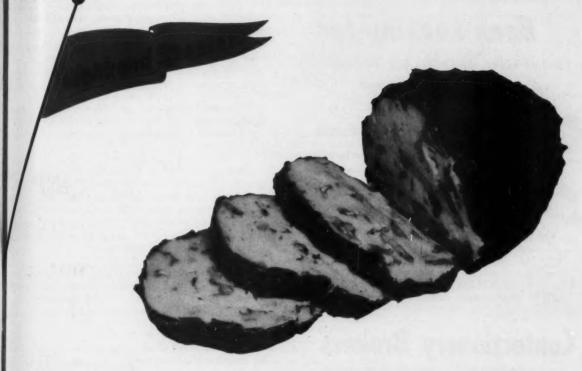












# Easter egg for slicing

By HERB KNECHTEL

**Knechtel Laboratories** 

he usual candy Easter Egg contains fruit and has a syrupy texture. That type of egg, when broken open, looks very colorful, but is almost impossible to slice or otherwise divide into individual servings. This nougat egg, however, slices perfectly, and provides the hostess with an elegant piece of candy that can be served neatly and easily.

#### Ingredients:

20 pounds sugar

10 pounds corn syrup

3 pounds butter

10 pounds frappe (Sometimes called mazetta. Can be made or purchased commercially)

10 pounds fondant (about 85% sugar, 15% corn

syrup. If desired, fondant may be purchased in most areas from a bakery supply house) 8 pounds chopped nuts (walnuts or pecans) Vanilla flavoring

#### Procedure:

Cook sugar and corn syrup to 155°F. Add butter and continue cooking to 265°F. Remove from fire and mix in the frappe, the fondant, the nuts and the flavor, in that order. Pour onto a cold slab and let the batch cool to about 110°F., or until it is just barely warm to the touch. Then form into eggs (about 12 ounces of this center for a one pound egg) and cool completely. They should set for several hours, preferably overnight, before coating. Coat in either Milk or Vanilla coating.

# Here's that "Extra Something" You've Been Looking for

TO IMPROVE CHOCOLATE FLAVOR



ODIFIED WHOLE MILK POWDER Adds 'Sell' - because All America Loves It



Millions of dollars in chocolate sales have proved the taste that America likes best . a rich, distinctive milk flavor MIL-LAIT gives you this much sought after flavor with the additional advantages of flavor control and excellent shelf life Only a small amount of MIL-LAIT, replacing part of your regular milk powder, will produce the characteristic flavor which has become the success mark of large manufacturers

Direct Service and Technical Assistance



DAIRYLAND FOOD LABORATORIES, INC.

# **Confectionery Brokers**

COMPANY

New Mexico-Arizona El Paso County Texas

P. O. Box 227 ALBUQUERQUE

N. Mex. Personal service to 188 jobbers, super-markets and department stores. Backed by 26 years experience in the confectionery field. We call on every account personally every six weeks. Candy is our business.

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2608 Belmar Place Swissvale. PITTSBURGH 18, PA. Confectionery Broker Representing Manufacturing Confectioners Since 1925 Territory: Pennsylvania excluding Philadelphia.

#### Jacobson speaks

Fred B. Jacobson, consultant in foods and san tation and former sanitation director at Whitman read a paper before the Institute of Sanitation Man agement Symposium, November 6, 1958. The ti of his talk was "Sanitation Problems Confront the Candy Industry." Some excerpts follow.

"Any unique problem in sanitation in the can and confectionery industry is unique only because of the very wide variety of foods used as ingredents and manufactured in this industry. The problems individually are very similar to those serments of the food industry such as bakeries, dried fruit processors, brewers, canners, freezers, etc'

"Very modern plants are the exception rather than the rule, and thus special problems can a ways be said to be inherent in the candy industry

"Equipment used in the candy industry is frequently of the same design as that used 25 to 30 years ago, and many pieces of equipment with slight improvement are still in use although the may be as old as you and I. These pieces of equipment, of course, were not designed with sanitation in mind and pose many problems."

"The candy manufacturer who has a preventative sanitation program is able to cope with the problems very adequately. Good operations are rarely, if ever, plagued by serious infestation problems."

"The very small profit range in the candy indutry requires that sanitation programs not only b effective but also efficient. The long life of equipment used in manufacturing candy poses sanitation problems. The non-continuous manufacturing procedures provide . . . opportunity for insani-

Through the efforts of trade association (No H.P. spec tional Confectioners Association, American Association ation of Candy Technologists) and of many members of the industry itself, the sanitation level of the candy industry today is such that it can stand with the leaders of the food industry in the field of sanitation."

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48 - The Manufacturing Confectioner

Bonus Cl Model S 20 gal. Mixers 200 lb. low Be Cut-Rol 50" two 1000 lb. 200 lb. t 24" and Simplex Simplex Savage C

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#### FOR SALE

Bonus Cluster Machine Model S # 3 Savage Fire Mixers. 20 gal. Model F-6 Savage Tilting Mixers, copper kettle. 200 lb. Savage Oval Top Marshmal-200 lb. Savage Uval Top Marshinallow Beaters.
Cut-Rol Cream Center Machines.
50" two cylinder Werner Beater.
1000 lb. Werner Syrup Cooler.
200 lb. to 500 lb. Chocolate Melters.
24" and 32" N.E. Enrobers.
Simplex Gas Vacuum Cooker.
Simplex Steam Vacuum Cooker.
Savage Cream Vacuum Cooler.
600 lb. Continuous Vacuum Cooker.
Form 3 and Form 6 Hildreth and
Factory Model American Pullers.
6' and 7' York Batch Rollers.
National Model AB Steel Mogul.
National Wood Starch Buck.
Bausman Twin Disc Refiner Unit.
Ball and Dayton Cream Beaters.
100 gal. Copper Mixing Kettle with
Double Action Agitator.
Hudson Sharp Wrapper. low Beaters.

Double Action Agitator.
Hudson Sharp Wrapper.
350 lb. cap. Resco chocolate melting and tempering kettle.
Hansella batch former.
Hansella sizing unit.
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or Sale: Groen Steam-jacketed stainless Steel Pouring Kettles; 125 Gallons capacity, 20 lbs steam pressure, 3/4
H.P. speed reducer motors—3 Phase, Association Association on steel stands. In new condi-ny men-tion Box 2591, The MANUFACTURING level of CONFECTIONER.

the field for piece size 1" diameter and 5/8" thick. Speed 600 per minute. Excellent condition. A shape which is in very great demand for pictorial center work. Price, delivered anywhere, only 2156.00 Cable now to YOUNG, 6 arall Avenue, Leyton, E.10, London.

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#### MACHINERY FOR SALE

FA2Q Package Machinery Wrapper, Greer 500 lb. Kettle, Simplex Steam Vacum Cooker, Ideal Caramel Wrapper. Box 1593, The MANUFACTURING CONFECTIONER.

24" Greer Enrober line complete with Tunnel, etc; Steel Mogul with Stacker and Feeder. Box 1594, The MANUFAC-TURING CONFECTIONER.

Display-model Puller, Instant Fondant Machine, 40" large Werner Ball Machine with ball and starlight rollers, Gasfire Simplex Cooker. Box 1595, The MANU-FACTURING CONFECTIONER.

DF Bar Wrapper with eye and magazine feed, RA Lynch Wrapper with roll card feed, Hayssen 7-17 Package Wrap-per with eye, Currie Stacker. Box 1596, The MANUFACTURING CONFEC-TIONER.

#### SALESMEN WANTED

Salesmen Wanted to handle new line of colored shredded cellophane as sideline. Desire men with large and loyal following selling to candy, foodstuffs, novelty, gift and other packagers. Good commissions. Openings in all major cities. No house accounts. Write giving full resume including lines now handled. Box 2595, The MANUFACTURING CONFECTION-

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AN UNUSUAL OPPORTUNITY for an experienced candy man with Famous-Barr Co., St. Louis' leading department store. We are looking for the man who is capable of taking charge of our entire candy-making operation within a relatively short time. This man should be experienced in all types of candymaking and be able to supervise all phases of the manufacturing operation. In reply, please furnish personal back-ground, age, work experience and sal-ary expected. Reply to Personnel Di-rector, Famous-Barr Co., St. Louis 1, Missouri.

#### SITUATION WANTED

All Around candy maker with long practical experience in the production of fine quality confections, also modern equipment and complete practical enrober operation. Available, go anywhere. Box 2592, The MANUFACTURING CONFECTIONER.

Food Technologist-Chemist

Scandinavian immigrant, 13 years comprehensive experience in candy, chocolate, confectionery and food. Quality control, product development, production and managing. Desires position, available about May. Box 2594, The MANUFACTURING CONFECTIONER.

PAN SPECIALIST - Life time experience as supt., and supervisor, have worked and taught pan work with the largest companies. Will teach all phases of pan work, will travel anywhere to teach, for steady work prefer NY Met. area. Companies looking to expand in pan work line, can set up dept. and supervise and teach personnel. Includes all kinds of pan work - Choc. work, candy coated work, soft work, & gum work. Box 1183, The MANUFACTURING CONFEC-TIONER.

Esq. available to take charge of chewing gum base department and general candy pan line. To this I will add that I have my own formula for synthetic chichly gum base which took me five years of research work. Also I will go in foreign countries to teach all this. Box 1286, The MANUFACTURING CONFECTIONER.

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Hard Working, honest, reliable, able to give good references, handling at present time a line of fine imported candies and chocolates, for which he is doing a good job, desires additional lines of fine candies and chocolates, made in the United States, packed in fancy boxes and bulk. No jobbers, please. Box 2593, The MANUFACTURING CONFECTIONER.

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For Sale: Up to date candy factory plus 5 bedroom house next to factory. Built of sturdy concrete and brick in 1945. Excellent condition thruout, fully equipped, in profitable operation. Sells to top chains and jobbers, open shop, no help problems, best and cleanest factory possible. Floor space 8,000 sq. feet manufacturer of large quantity peanut brittle, peco flake, candy canes, candy baskets, suckers large and small. This is a first rate opportunity, Cost \$150,000 will sacrifice for \$85,000, Owner must sell due to other financial losses not fault of candy factory. Investigate this outstanding buy. Owner would also consider a salesman or candy maker as partner. For this \$12,000 to \$15,000 cash necessary. Apply: Lecas Candy Mfg. Co., Pana, Ill.



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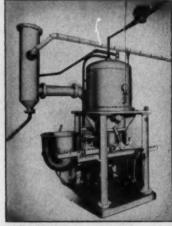
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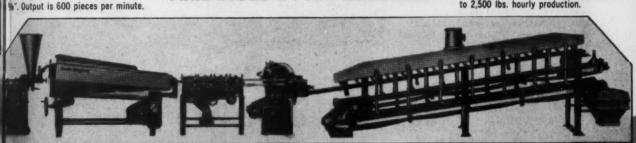
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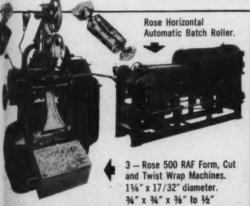
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#### RAW MATERIALS

Ambrosia Chocolate Co	Gunther Products, Inc	Pfizer, Chas. & Co., Inc Dec. 'Emil Pick	4
Basic Industries, Inc	International Foodcraft Company Jan. '59 Kohnstamm, H., & Company, Inc 20 Lenderink & Co. N. V 40	Staley, A. E., Mfg. Co	455
California Almond Growers Exchange 34 Clinton Corn Processing Co	Merck & Co	Sterwin Chemicals, Inc. Sunkist Growers  van Ameringen-Haebler, a division of International Flavors and	1
Dodge & Olcott, Inc	Nestle Company, Inc., The 9 Nu Coat Bon Bon Company 50 The Nulomoline Div. American	Fragrances, Inc Jan. ' Warner Jenkinson Mfg. Co Western Condensing Co Jan. '	1
Felton Chemical Company Inc. Dec. '58 Florasynth Laboratories, Inc 46 Foote & Jenks, Inc	Molasses Co Nov. '58  Polak & Schwarz International N.V., a division of International Flavors	Wilbur Chocolate Company, Inc Woodward & Dickerson, Inc 40,	ŀ
Fritzsche Brothers, Inc 35	and Fragrances, Inc Jan. '59	Wm. Zinsser & Company	3.

#### PRODUCTION MACHINERY AND EQUIPMENT

Aasted Chocolate Machine Co Sept. '58         Buhler Brothers	J. Alan Goddard Limited Jan. '59 Greer, J. W., Company Oct. '58 Hansella Machine Corp 12 Walter H. Kansteiner Company Jan. '59	Savage Bros. Co. Sheffman, John, Inc. Standard Casing Co., Inc., The Stehling, Chas. H., Co. Jan. Thouet Maschinenbau-Aachen
Cantab Industries	Lehmann, J. M., Co., Inc	Union Confectionery Machinery Co., Inc

#### PACKAGING SUPPLIES AND EQUIPMENT

American Viscose       4         Amsco Packaging Machinery       1         Inc.       Dec. '58         Clark, J. L., Co.       Nov. '58         Cooper Paper Box Corporation Oct. '58         Daniels Manufacturing Co.       Nov. '58	Hayssen Manufacturing Co	'58 42 '58	Package Machinery Co. June Rhinelander Paper Company Sealright Co., Inc Sept. Supermatic Packaging Corp. Sweetnam, George H., Co	358 27 46
Diamond "Celophane" Products . Jan '59 E. I. du Pont de Nemours & Co 22 Federal Paper Board Co Sept. '58 General Packing Division Aug. '58	Mercury Heat Sealing Equipment Co Nov. Milprint, Inc Dec. Murnane Paper Co Dec.	'58 '58	James Thompson & Co July Triangle Package Machinery Co	'58



The candy lover judges your confections by a combination of taste, texture and eye-appeal. The distributor and dealer by their shelf life. You don't have to be told that repeat sales depend on the quality of your product.

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Today, however, the trick is to maintain the quality customers expect, without letting costs get out-of-hand. This is the reason more manufacturers are selecting OK BRAND Confectioner's Corn Syrup. It saves time because it's easy to handle, cooks rapidly without foam problems. Makes confections taste better because it maintains the proper moisture for long-lasting freshness. Prevents crystallization and is of the same dependable high quality lot after lot. Yet, with all its advantages and popularity, OK BRAND Confectioner's Corn Syrup costs no more.

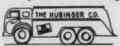
Hubinger's candy consultants, (the most active in the in-dustry) are well known to you. They are always available to confer on all your production problems. Ask "The Man From Hubinger" or write, or phone for this service.

You may be glad to know you can obtain OK BRAND Corn Syrups in dehydrated form (with the moisture already removed). This product, OK BRAND DRI-SWEET Corn Syrup solids may be the answer to problems with some formulas requiring minimum cooking.

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